

RE22

Order  
# 8099-  
8920  
POS Kits  
sent to  
stores  
8100 -

To Diane C.

9102-1515

32

8100 1525

8102-1530

#

**MAY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800362)**  
BUY 1 CARTON WITH ONSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.  
*Million Dollar Giveaway for Five 'No Bull' NASCAR Races*  
FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.

CARTON ONSERTS (PACKED 100/SKU, ITEM #541784) WILL BE SHIPPED TO RETAIL REPS WEEK OF 4/27/98.

If no Retail Rep assigned, Onserts will be shipped to Retail Manager.

ONE P.O.S. KITS (ITEM #541772) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 4/29/98.

UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.

RETAIL PLACEMENT: WEEK OF 5/4/98

S/REP #	R/REP #	DISP. #	ACCOUNT NAME	ADDRESS	CITY	STATE	# OF SKUs ONSERTS PER CARTON	# OF STORES (541784)	ROU OFFICE	USE SMS #
162201	1622 R MGR	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	2			
162202	1622 R MGR	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	2		NO POS SENT	
			1622 R MGR Total				4		8101-1545	
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	2			
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	2			
			162220 Total				4		1515	
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	2			
162209	162221	689353	SMOKIN' JOES TOBACCO	751 MILFORD RD	E STRoudSBURG	PA	2			
			162221 Total				4		1525	
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	2			
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	2			
			162222 Total				4		1530	
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	2			
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	2			
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	2			
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	2			
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	2			
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA	2			
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA	2			
			162223 Total				14		1547	

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RETAIL MANAGERS  
RETAIL REPS

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S/REP#	R/REP#	SIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	# SKUS ONSERTS PER STORE (541784)	ROU-OFFICE USE SMS #
162208	162224	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	2	
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	2	
	162224 Total						4	1555
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	2	
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	2	
	162225 Total						4	1563
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	2	
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTT'S BEV&	ENDICOTT	NY	2	
	162226 Total						4	1573
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA	2	
162209	162227	584016	TOBACCO ROAD II	BOX 3	HONESDALE	PA	2	
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETON	NY	2	
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA	2	
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA	2	
	162227 Total						10	1578
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	2	
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	2	
162607	162228	750649	SMOKIN' JOES	140 EAST AVE	WELLSBORO	PA	2	
	162228 Total						6	1586

**MAY: WINSTON CIGARETTE OUTLET CARTON ONINSERT (Promo. #800362)**

BUY 1 CARTON WITH ONINSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.

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S/REP#	R/REP#	SSIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	SKUS/ONINSERTS PER STORE (4/41784)	ROU OFFICE USE SMS #
162209	<b>162229</b>	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA	2	
162209	<b>162229</b>	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA	2	
162209	<b>162229</b>	646088	TOBACCO ROAD III	RT 590	HAMLIN	PA	2	
162209	<b>162229</b>	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA	2	
	<b>162229 Total</b>						8	<i>8100-1593</i>
162605	<b>162231</b>	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	1	
162605	<b>162231</b>	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	2	
	<b>162231 Total</b>						3	<i>8100-1603</i>
162202	<b>162232</b>	785016	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	2	NO POS SENT
162202	<b>162232</b>	763308	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	2	NO POS SENT
	<b>162232 Total</b>						4	<i>8100-1617</i>
162206	<b>162233</b>	294072	ETC ETC	ROUTE 23	ONEONTA	NY	2	NO POS SENT
162210	<b>162233</b>	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY	2	
	<b>162233 Total</b>						4	<i>8100-1636</i>
162303	<b>162234</b>	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	2	
	<b>162234 Total</b>						2	<i>8100-1688</i>
162205	<b>162237</b>	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	2	NO POS SENT
	<b>162237 Total</b>		<i>Vacant - Send to D.Eckardt (78204)</i>					<i>8101-15815 To Diane C.</i>

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RETAIL MANAGERS  
RETAIL REPS

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							ITEM #			
162201	162239	068363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	2			
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	2			
162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	2			
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	2			
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	2			
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	2			
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	2			
162201	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	2			
<b>162239 Total</b>							<b>16</b>			<b>1723</b>

8608-1723

46

'RE23'

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STREET	REP #	SIZE	ACCOUNT NAME	ADDRESS	CITY	STATE	# SKUS ONSERTS PER PACED 100/SKU	ROU OFFICE USE SMS #
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	2	
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	2	
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	2	
			<b>162320 Total</b>				6	<b>1766</b>
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	2	
			<b>162322 Total</b>				2	<b>1785</b>
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	2	
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	2	
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	2	
			<b>162323 Total</b>				6	<b>1791</b>
162303	162324	130283	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	2	
			<b>162324 Total</b>				2	<b>1798</b>
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	2	
162302	162325	114561	NEXT DOOR	RT 7	POWNAL	VT	2	
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	2	
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	2	
162302	162325	623997	SARGENTS SHORT STOP	MAIN STREET	BENNINGTON	VT	2	
			<b>162325 Total</b>				10	<b>1861</b>
162307	162327	178829	THRUWAY PHARMACY _INC	TRUWAY SHP/CTR PLA	WALDEN	NY	2	
			<b>162327 Total</b>				2	<b>1871</b>

8100 - 1766

8100 - 1785

8100 - 1791

8100 - 1798

8100 - 1861

8100 - 1871

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RE 26

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S/REP #	C/R/REP S/REP SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	# OF SKUS ONSERTS PER P.O.S. KIT (ITEM #541772)	# OF STORES (ITEM #541784)	ROU OFFICE USE SMS #
								PACKED 100/SKU (ITEM #541784)
162603	162622	197949 JAN'S TOBACCO SHOP	383 BLOOMINGDALE R	BASOM	NY	2		
162603	162622	526968 THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	2		
162603	162622	598116 T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	1		
162603	162622	601185 49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	1		
<b>162622 Total</b>						6		<i>1892</i>
162606	162623	128513 SENECA HAWK TOBACCO	PROJECT	IRVING	NY	2		
162606	162623	263886 DARREN'S BEARCLAW	11048 S.WESTERN BLV	IRVING	NY	1		
162606	162623	422357 WOLF'S RUN	RT. 438	IRVING	NY	1		
162606	162623	440187 TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	1		
162606	162623	502516 IROQUOIS SMOKE SHOP	14411 FOUR MILE LEV	GOWANDA	NY	1		
162606	162623	509388 ROSEINE'S	1832 BUSH RD	GOWANDA	NY	1		
162606	162623	521624 CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	1		
162606	162623	521674 OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	1		
162606	162623	536774 JR'S SMOKE SHOP	RT. 5 & LAKESHORE R	IRVING	NY	2		
162606	162623	566889 SANDY'S PLACE	RT. 438	GOWANDA	NY	1		
162606	162623	687893 NATIVE PRIDE	ROUTE 20 & MILESTRIP	IRVING	NY	1		
162606	162623	733079 BIG INDIAN SMOKE SHOP	597 MILESTRIP RD	IRVING	NY	1		
<b>162623 Total</b>						14		<i>1900</i>

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162601	162625	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	2		
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	1		
		162625 Total					3		1910
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	2		
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	1		
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAIN	LEWISTON	NY	1		
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	1		
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY	1		
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAIN	SANBORN	NY	2		
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT	SANBORN	NY	2		
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	2		
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	1		
		162626 Total					13		1916

8100-1910

8100-1916

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162606	162628	324640	SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	1		
162606	162628	328435	OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	1		
162606	162628	340601	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	1		
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	1		
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	1		
162606	162628	482404	KENS LOCAL SMOKESHOP	7 MAIN ST	SALAMANCA	NY	1		
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER R	STEAMBURG	NY	1		
162606	162628	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	1		
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	1		
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	1		
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	1		
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	1		
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	1		
<b>162628 Total</b>							<b>13</b>		<b>1924</b>

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RE 38

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							ITEM #	PACKED 100/SKU	
163805	163820	064556	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH		2	
163805	163820	103056	TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH		2	
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH		2	
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH		2	
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH		2	
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH		2	
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH		2	
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH		2	
<b>163820 Total</b>							16		<b>1944</b>
163804	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH		2	
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH		2	
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH		2	
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH		2	
163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH		2	
163804	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH		2	
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH		2	
<b>163821 Total</b>							14		<b>1949</b>

8100 - 1944

8100 - 1949

**MAY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800362)**

BUY 1 CARTON WITH ONSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.

*Million Dollar Giveaway for Five 'No Bull' NASCAR Races*

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**RETAIL PLACEMENT: WEEK OF 5/4/98**

S/REP #	C/R/REP #	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	# OF SKUs ONSERTS PER STORE (541784)	ROU OFFICE USE SMS #
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	2	
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	2	
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	2	
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	2	
<b>163822 Total</b>							8	<b>1950</b>
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	2	
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	2	
163806	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	2	
<b>163823 Total</b>							6	<b>1951</b>
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	2	
<b>163824 Total</b>							2	<b>1955</b>
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	2	
<b>163825 Total</b>							2	<b>1960</b>
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	2	
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	2	
163807	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	2	
163807	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPR	LACONIA	NH	2	
163807	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	2	
163807	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	2	
<b>163826 Total</b>							12	<b>1976</b>

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**RETAIL PLACEMENT: WEEK OF 5/4/98**

S/REP #	R/REP #	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	# SKUs ONSERTS PER P.O.S. KIT (ITEM #541784/541772)	# CASES SHIPPED (100/SKU)	ROU OFFICE USE SMS #
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	2		
163802	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	2		
163802	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	2		
	<b>163827 Total</b>						6		<i>1981</i>
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	2		
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	2		
	<b>163829 Total</b>						4		<i>1989</i>
	<b>Grand Total</b>						244		<i>4</i>

*8100 - 1981*

*8100 - 1989*

502 SMS502N1

SALES MATERIALS SYSTEM

04/08/98 15:13

SMS ALLOCATION INQUIRY

FN: \_\_\_\_\_

Area/Reg/Div/Terr\*: 16XXXX (Wildcards Allowed) << Found 1 locations >>

Item Number.....: 541784 WIN MAY CTS CTN ONINSERT

Location	Actual	Usage	Available	Transfer
1 16 BUFFALO REGION	244	244	0	0

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Help

Retrn

Bkwd Frwd

Main

51861 1011

502 SMS502N1

## SALES MATERIALS SYSTEM

04/08/98 15:13

## SMS ALLOCATION INQUIRY

FN:

Area/Reg/Div/Terr\*: 16XXXX (Wildcards Allowed) << Found 1 locations >>

Item Number.....: 541772 WIN MAY CTS POS KIT

Location	Actual	Usage	Available	Transfer
1 16 BUFFALO REGION	133	133	0	0

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Help Retrn Bkwd Frwrd Main

31861 1012

SALES REPS

DM  
AMA

RAMP

**MAY: WINSTON CIGARETTE OUTLET CARTON ONSERT (Promo. #800362)**

**BUY 1 CARTON WITH ONSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES .**

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**RETAIL PLACEMENT: WEEK OF 5/4/98**

S/REP	R/REP	DIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	QTY	PACKED 100/SKU
162201	162239	088363	AKWESAANE TOB SHOP	RACE PT RD & RT 37	ROOSEVELTOWN	NY	2	
162201	162239	130277	AHNAWATE CORNER ST	RACQUETTE PT RD	ROOSEVELTOWN	NY	2	
162201	162239	130280	OIONKWAONWE SMOKE SH	ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	520885	G & G TOBACCO	RR & ROUTE 37	ROOSEVELTOWN	NY	2	
162201	162239	539530	GRACE & ALLAN'S	RFD#1 BOX 137 RT 37	BOMBAY	NY	2	
162201	162239	562598	KANIENKEHAKA GAS	ROUTE 37 BOX 919	HOGANSBURG	NY	2	
162201	162239	596086	J.E.N. TOBACCO	BOX 134B ROUTE 37	BOMBAY	NY	2	
162201	162239	171473	SHAMPINE'S TOBACCO/L	322 STATE ST	CARTHAGE	NY	2	
162201	162323	492340	GANIENKEH	PO BOX 85	ALTONA	NY	2	
162201	1622 R MG	522487	WILD BILL'S ONE STOP	ROUTE 37	HOGANSBURG	NY	2	
162202	162232	785016	D & M GROCERY	14 SWIFT ST	WATERLOO	NY	2	NO POS SENT
162202	162232	763306	WOLCOTT BARGINE CTN	10 NEW HARTFORD ST	WOLCOTT	NY	2	NO POS SENT
162202	1622 R MG	172414	WAYNE DRUGS	24 W BRIDGE ST	OSWEGO	NY	2	NO POS SENT

## SALES REPS

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU	SKUs ONSERTS PER STORE (#541784)
162204	162223	651111	FAMILY FARM	106 MAIN ST	SUSQUEHANNA	PA	2	
162204	162223	581942	SUSQUEHANNA BEVERAGE	S MAIN ST	HALLSTEAD	PA	2	
162204	162223	635914	SMOKIN' JOES TOB SHOP	SR 117	SUSQUEHANNA	PA	2	
162204	162223	674333	SMOKIN' JOES	270 W ROOSEVELT	WAYMART	PA	2	
162204	162223	705046	SMOKIN' JOES TOB SHOP	RR 1 BOX 1655	FRIENDSVILLE	PA	2	
162204	162226	489799	JOHN WOLCOTT'S MOBIL	1015 UNION CENTER M	ENDICOTT	NY	2	
162204	162226	621026	DAHULICH DIST. INC.	DBA WOLCOTT'S BEV&	ENDICOTT	NY	2	
162204	162228	310108	SHEDDEN'S	RT. 14	FASSETT	PA	2	
162204	162228	676785	SMOKIN' JOES	300 N ELMIRA ST	SAYRE	PA	2	
162205	162237	621049	LUCKY 7	3100 COURT ST	SYRACUSE	NY	2	NO POS SENT
162206	162233	294072	ETC ETC	ROUTE 23	ONEONTA	NY	2	NO POS SENT
162208	162220	185578	ANTHRACITE NEWSTAND	1 E MARKET ST	WILKES BARRE	PA	2	
162208	162220	621400	SMOKE SIGNALS	120 S RIVER ST	PLAINS	PA	2	
162208	162221	573465	AHART MARKETS	326 S WALNUT ST	BATH	PA	2	
162208	162222	291931	PLAZA BEVERAGE, INC.	3 RACHAEL DR	PITTSTON	PA	2	
162208	162222	553220	WESTSIDE BEVERAGE	1712 WYOMING AVE	EXETER	PA	2	
162208	162224	422035	PIKES CREEK BEVERAGE	RR 3 BOX 141	HUNLOCK CREEK	PA	2	
162208	162224	516457	LAUBACH, INC.	547 E 8TH ST	BERWICK	PA	2	

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## SALES REPS

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	#/SKU4 ONSERTS PER STORE (#541784)		PACKED 100/SKU
							2	2	
162209	162221	689353	SMOKIN' JOES TOBACCO	751 MILFORD RD	E STRoudSBURG	PA			2
162209	162223	660922	DISCOUNT TOBACCO SHP	1129 MAIN ST	PECKVILLE	PA			2
162209	162223	469492	TOBACCO ROAD I	BOX 704	MAYFIELD	PA			2
162209	162227	517722	LAKE REGION IGA	ROUTE 6 & 590	HAWLEY	PA			2
162209	162227	584016	TOBACCO ROAD II	BOX 3	HONESDALE	PA			2
162209	162229	739242	TOBACCO ROAD V	FOUNTAIN SPRING RT61	TANNERSVILLE	PA			2
162209	162229	185719	BILLS SUPERMARKET	RD #6 PO BOX 6220	MOSCOW	PA			2
162209	162229	646068	TOBACCO ROAD III	RT 590	HAMLIN	PA			2
162209	162229	687425	TOBACCO ROAD IV	RT 940 MT POCONO	MT POCONO	PA			2
162210	162227	130056	TOBI CORP.	6 DOLSON AVE	MIDDLETOWN	NY			2
162210	162227	660303	POCONO CONVENIENCE	650 ROUTE 6 AND 209	MATAMORAS	PA			2
162210	162227	738953	TOBACCO ROAD VI	WESTFALL TOWN CTR	MATAMORAS	PA			2
162210	162233	594068	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY			2

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	# SKUs ONSERTS PER STORE (#541784)	PACKED 100/SKU*
162301	162323	633761	MINOR'S DISCOUNT BEV	375 LAKE ST	ST ALBANS	VT	2	
162301	162323	724066	CIGARETTE WAREHOUSE	29 SMITHFIELD BLVD	PLATTSBURGH	NY	2	
162301	163829	717500	MCGREGOR'S PHARMACY	476 MAIN ST	WINOOSKI	VT	2	
162302	162320	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	2	
162302	162320	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	2	
162302	162320	776167	WELLS TRADING POST	RTE 30	WELLS	VT	2	
162302	162325	114544	SMOKERS DEN	HUNT STREET	BENNINGTON	VT	2	
162302	162325	114561	NEXT DOOR	RT 7	POWNAL	VT	2	
162302	162325	114564	BILLMONT'S COUNTRY ST	RT 8	STAMFORD	VT	2	
162302	162325	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	2	
162302	162325	623997	SARGENTS SHORT STOP	MAIN STREET	BENNINGTON	VT	2	
162303	162234	177253	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY	2	
162303	162322	619977	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY	2	
162303	162324	130283	BEEBEE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY	2	
162307	162327	178829	THRUWAY PHARMACY _INC	TRUWAY SHP/CTR PLA WALDEN		NY	2	

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S/REP	R/REP	W/ SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	PACKED 100/SKU
162601	162625	765525	FRONTIER BEVERAGE	121 GRANT ST	BUFFALO	NY	2
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE R	BASOM	NY	2
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE R	BASOM	NY	2
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE R	BASOM	NY	1
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE R	BASOM	NY	1
162603	162625	396973	PARKSIDE DRUG	975 BROADWAY ST	BUFFALO	NY	1
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY	2
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY	1
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAI	LEWISTON	NY	1
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY	1
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAI	SANBORN	NY	1
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAI	SANBORN	NY	2
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT	SANBORN	NY	2
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY	2
162603	162626	790191	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY	1
162605	162231	269440	CHUCKS MOBIL MART	STATE&MEADOW ST	ITHACA	NY	1
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY	2

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S/REP #	R/REP #	DIS#	ACCOUNT NAME	ADDRESS	CITY	STATE	# SKUs ONSERTS PER STORE (#541784)	PACKED 100/SKU
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY	2	
162606	162225	673510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	2	
162606	162623	128513	SENECA HAWK TOBACCO	PROJECT	IRVING	NY	2	
162606	162623	263886	DARREN'S BEARCLAW	11048 S. WESTERN BLV	IRVING	NY	1	
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	1	
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	1	
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEV	GOWANDA	NY	1	
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	1	
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES	VERSAILLES	NY	1	
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	1	
162606	162623	536774	JR'S SMOKE SHOP	RT. 5 & LAKESHORE R	IRVING	NY	2	
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	1	
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRI	IRVING	NY	1	
162606	162623	733079	BIG INDIAN SMOKE SHOP	597 MILESTRIP RD	IRVING	NY	1	
162606	162628	324640	SENECA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	1	
162606	162628	328435	OJ'S SMOKE SHOP	W.PERIMETER ROAD	STEAMBURG	NY	1	
162606	162628	340601	RON'S SMOKE SHOP	BOX 92A, RD. 3	ALLEGANY	NY	1	
162606	162628	368567	KEN'S SMOKE SHOP	2001 ROUTE 219	LIMESTONE	NY	1	
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	1	
162606	162628	482404	KENS LOCAL SMOKE SHOP	7 MAIN ST	SALAMANCA	NY	1	
162606	162628	675068	RICHARDS SMOKE SHOP	2164 W PERIMETER R	STEAMBURG	NY	1	
162606	162528	675069	COLDSPRING SMOKE&GAS	W PERIMETER ROAD	STEAMBURG	NY	1	

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	2. PACKED 100/SKU ONSERTS PER
							STORE (#541784)
							PACKED 100/SKU)
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY	1
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY	1
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY	1
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY	1
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY	1
162607	162228	750649	SMOKIN' JOES	140 EAST AVE	WELLSBORO	PA	2

## SALES REPS

**MAY: WINSTON CIGARETTE OUTLET CARTON ONSSERT (Promo. #800362)**

BUY 1 CARTON WITH ONSSERT THAT COMMUNICATES "WINSTON NO BULL 5" SWEEPSTAKES.

*Million Dollar Giveaway for Five 'No Bull' NASCAR Races*

FIELD REPS TO APPLY APPROPRIATE DISCOUNT OFFER.

**CARTON ONSSERTS (PACKED 100/SKU, ITEM #541784) WILL BE SHIPPED TO RETAIL REPS WEEK OF 4/27/98.***If no Retail Rep assigned, Onserts will be shipped to Retail Manager.***ONE P.O.S. KITS (ITEM #541772) WILL BE SHIPPED DIRECTLY TO EACH STORE FOR ARRIVAL 4/29/98.****UTILIZE 8 CASE DISPLAYS WHERE AVAILABLE; OTHERWISE, USE ON-HAND CARTON FIXTURES / TEMP. DISPLAYS.****RETAIL PLACEMENT: WEEK OF 5/4/98**

S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	NUMBER OF SKU'S ONSSERTS PER	
						STATE	PACKED 100/SKU)
163801	163827	679787	PAULS REDEMPTION CTR	RR #1/U.S. RTE. 5	DERBY	VT	2
163802	163827	317529	BEVERAGE KING #1	INTERCHANGE DR	WEST LEBANON	NH	2
163802	163827	630255	T&R SIDELINES	22 BRIDGE ST	WEST LEBANON	NH	2
163802	163829	289988	WEST ADDISON GENERAL	RT#17 & LAKE RD	WEST ADDISON	VT	2
163803	163825	605251	5 STAR BEVERAGE	25 RIVER ST	NORTH WALPOLE	NH	2
163804	163821	104065	THE BIG S	48 MANNING HL	WINCHESTER	NH	2
163804	163821	104100	VALLEY MARINA	RT 202	RINDGE	NH	2
163804	163821	230117	STATELINE GROCERY	ROUTE 12	FITZWILLIAM	NH	2
163804	163821	230124	BOTTOMS UP	ROUTE 12	FITZWILLIAM	NH	2
163804	163821	278707	ROUTE 63 COUNTRY	525 NORTHFIELD ROA	HINSDALE	NH	2
163804	163821	643587	CHAS GEM	RTE 10	WINCHESTER	NH	2
163804	163821	733076	RIVERSIDE GROCERY	RTE 9	W CHESTERFIELD	NH	2
163804	163822	103172	RT. 13 STATELINE CON	RT 13	BROOKLINE	NH	2
163804	163822	103182	THE COUNTRY MILE	RT 31	GREENVILLE	NH	2
163804	163822	103186	STATE LINE VARIETY	RT 31 & 124	GREENVILLE	NH	2
163804	163822	559739	HARDSCRABBLE VAR.	880 VALLEY RD	GREENVILLE	NH	2
163804	163823	490714	ANDY'S STATELINE	83 RIVER RD	HUDSON	NH	2
163804	163823	572626	AYOTTES STATELINE	100 RIVER RD	HUDSON	NH	2

## SALES REPS

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S/REP	R/REP	SIS #	ACCOUNT NAME	ADDRESS	CITY	STATE	# SKUs ONSERTS PER STORE (#541784)	PACKED 100/SKU
163805	163820	064566	FOODS PLUS CONV.	ROUTE 125	PLAISTOW	NH	2	
163805	163820	103056	TEXACO PAYSAYER	531 S BROADWAY	SALEM	NH	2	
163805	163820	103069	R&B SUPERETTE	59 BRIDGE ST	PELHAM	NH	2	
163805	163820	103073	RAYS STATELINE MKT	4 MAMMOTH RD	PELHAM	NH	2	
163805	163820	104514	SHYERS LOBSTER POUND	RT 28	SALEM	NH	2	
163805	163820	346403	POST TIME	375 S BROADWAY	SALEM	NH	2	
163805	163820	689422	WORLD FAMOUS STATELN	24 BRIDGE ST	PELHAM	NH	2	
163805	163820	702662	SIGNAL VARIETY	63 PLAISTOW RD	PLAISTOW	NH	2	
163805	163824	486298	MS. MARKET	176 SAGAMORE ST	MANCHESTER	NH	2	
163806	163823	104365	MR MARKET INC.	297 SPRUCE ST	MANCHESTER	NH	2	
163807	163826	573876	WILLOW HILL FOOD&BEV	826 CENTRAL ST	FRANKLIN	NH	2	
163807	163826	579433	LACONIA SPA	65 CHURCH ST	LACONIA	NH	2	
163807	163826	643741	AD&G VARIETY INC.	798 CENTRAL ST	FRANKLIN	NH	2	
163807	163826	677682	CASE N KEG LACONIA	JEFF MORIN ENTERPR	LACONIA	NH	2	
163807	163826	743970	CASE N KEG	5 MILL ST	MEREDITH	NH	2	
163807	163826	755792	CORNER MARKET	201/2 WALKER STREET	CONCORD	NH	2	
								244

1021 1981

## Workplan Logistics

**I. Selling/Execution Detail**Month: MayPromotion: WINSTON CTS Carton OnsertPromotion #: 800362Item #: 541772 - POS Kit    541784 - OnsertSegment: Cigarette Tobacco Stores - CartonSKU Quantity: #541772 (1 SKU), #541784 (100/SKU)Placement/MSA Reporting: WIN MAY CTN ONSTReporting Dates: 5/4/98 - 7/3/98Promotion Details: 1) Promotion Description: Carton Onsert communicating "Winston No Bull 5" sweepstakes, onsert to be applied at retail.2) Materials Description: #541772 POS Kit (includes 2 Dump Bin Riser Cards, 1 Tent Card) #541784 Onsert (100/SKU)3) Recommended Displays: 8-Case Display #527951 or Retailer Promotional Shelving.Pricing Details: 

- Invoice Description: N/A
- Pricing: N/A
- Terms: N/A
- Additional Allowance: N/A

Promotional Packaging UPC: N/AProduct UPC: N/AVAP Payment Per 6M Case: 

- 1) Pack Only: N/A
- 2) Pack and Ship: N/A

**II. Promotion Timing**Allocations Available: 2/2/98Model Available: N/AAllocation Adjustments to Model: N/ATemplates Available: N/AValued-Added Transfer Deadline: N/AFirst Order Date: 3/16/98First Ship Date to Direct Accounts: N/AVAP/Delivery Date to Retail Accounts: N/ALast Delivery Date to Direct Accounts: N/ARoll Remaining Allocations to National/Clean-Up: 5/18/98

51861 1022

**May WINSTON Carton Onserts - Cigarette/Tobacco Stores**  
**Promotion # 800362, POS Kit Item # 541772, Onsert Item # 541784**

51861 1023

Region	CTS/POS KITS #541772	Carton Onsert #541784 (100/SKU)	Offers
1100 Boston	63	115	11,500
1200 New York Metro	0	0	0
1300 Philadelphia	54	99	9,900
1600 Buffalo	133	244	24,400
1700 Pittsburgh	183	335	33,500
1800 Cincinnati	230	422	42,200
<b>Total NESA</b>	<b>663</b>	<b>1,215</b>	<b>121,500</b>
2100 Winston-Salem	206	378	37,800
2200 Atlanta	158	290	29,000
2300 Florida	176	322	32,200
2600 Dallas	400	733	73,300
2900 Richmond	242	444	44,400
<b>Total SSA</b>	<b>1,182</b>	<b>2,167</b>	<b>216,700</b>
5100 N. California	100	183	18,300
5400 S. California	135	247	24,700
5600 Seattle	187	343	34,300
5800 Houston	119	218	21,800
<b>Total WSA</b>	<b>541</b>	<b>991</b>	<b>99,100</b>
6200 Chicago	204	374	37,400
6300 Minneapolis	338	620	62,000
6600 Denver	580	1,063	106,300
6700 Detroit	184	337	33,700
6900 St. Louis	400	733	73,300
<b>Total MWSA</b>	<b>1,706</b>	<b>3,127</b>	<b>312,700</b>
<b>GRAND TOTAL</b>	<b>4,092</b>	<b>7,500</b>	<b>750,000</b>

sgr003/ccd  
2/9/98